Buffalo Briefs

IT'S COLD OUT THERE!! EVERYONE KEEP WARM AND THINK POSITIVE! WARM WEATHER IS JUST AROUND THE CORNER!

New contracts are being entered as quickly as possible. If a new Co-Marketing contract was not entered into SIS before the end of the 4th Quarter, Winston-Salem automatically renewed the old 1995 Co-Marketing contracts. When signing new 1996 Co-Marketing contracts, please insure you end the old 1995 Co-Marketing contracts.

All new contracts need to be entered into SIS by February 15th. At that time, Amy will send updated Master Lists to indicate which accounts have new contracts. All Pay Register checks have been mailed from Winston-Salem on Saturday, February 3rd. Checks cannot be re-issued until March 3rd. Contact the ROU at that time.

AIM UPDATES ARE BEING PROCESSED AS SOON AS THEY ARE SENT IN. CHANGES WILL NOT SHOW UP IN THE POQETS & NORMANDS FOR AT LEAST 3 MONTHS. IF YOU NEED IMMEDIATE INFO, PLEASE CONTACT AMY.

'95 National Share Performance

	Q4 '95	Change vs. Q4 '94
Camel SOFP	5.54	+.59
Select SOFP	1.50	-.05
RJR FP SOFP	24.44	-.19
Doral SOSAV	18.59	+2.14

'95 Region Share Performance

	Q4 '95	Change vs. Q4 '94
Camel SOFP	3.87	+.19
Select SOFP	1.74	-.09
RJR FP SOFP	20.96	-.54
Doral SOSAV	11.62	+2.13

What's Hot

— Price Gap/Accurate Price Gap Reporting.
— Retail Rep Poqet Training
— Sales Rep Winston-Salem Training.
— Category Manager

FEBRUARY PROMOTIONS:

DPC: CAMEL .35¢ OFF 1-PACK #600024
PARTNERS: CAMEL B3G3F #600023

MARCH PROMOTIONS:

DPC: DORAL .30¢ OFF 1-PACK #600096
VAP: DORAL B2GF ASHTRAY #600001
DORAL: CIGARETTE OUTLETS B2GF ASHTRAY #600001
DORAL: SUPERMARKET $2 ON-CARTON COUPON #600040
DORAL: MEGA OUTLET $3 ON-CARTON COUPON #600041

RJR

Upon receiving your new vehicle, please voicemail Darren with the VIN number and the License Plate.

51861 8990

Source: https://www.industrydocuments.ucsf.edu/docs/jxvn0000

The Lighter Side.....

Sales Rep Comments

"Almost every Camel Hardgoods Catalog comes unglued easily."
Why should Camel Catalogs be any different than the ROU & Region personnel?

"DPC has gone well. 54% acceptance rate in New Hamsphire calls. Mass. calls is about 22% due to NSS law in most towns."

"It would be extremely helpful for Sales Reps to be able to store, track and maintain accrual and buy-down data in the Laptop versus the current paper format."
We agree. However, this enhancement is not currently available. As a suggestion, file each monthly report. Do not throw out the old report when a new one is sent. If problems occur, you can utilize the old report.

"The Annual Meeting was a valuable and enjoyable experience."

I really enjoyed our Annual Meeting."

"Excellent Meeting. RJR is on track to gain ground on PM."
We appreciate the positive comments about our Annual meeting. A lot of work obviously goes into the planning and coordination of a meeting this size. Anne McIlroy gets all the credit! Our thanks and appreciation goes to Anne!

ATTN: RETAIL REPS

When adding new accounts to the system, your territory number should be listed on the 7101 under the notes section, and the Sales Rep Territory should be listed on the front of the 7101. Please follow these guidelines or 7101's will be returned to you. ALL CALLS IN SIS MUST BE ASSIGNED TO A SALES REP BEFORE BEING ASSIGNED TO A RETAIL REP.

As informaion, Eileen is handling Payroll, Darren is handling Expense Reports and yes, Amy is still with the Company, handling 7101's, contracts and Drafts.

Quotes of the Month:
"The ROU never sent it."
"My Dog ate it."
"I sent it to the ROU."

DEAL OF THE MONTH SIGN UP FORMS

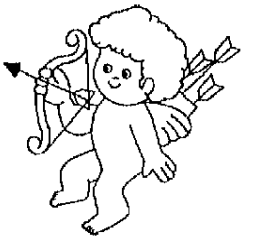
Sign up sheets submitted should be entered into the System and ready for March promotions. Forms are being processed as quickly as possible.

Welcome Aboard!!!
George Novak
Carol Hagerty
Mandy Markwardt
John Dowst

Personals...

Congratulations to #1626's Susan Rojek in setting her wedding date!!. A September 1996 wedding is planned!

Congratulations to Anthony & Paula Zecca! Paula gave birth to a 9 lb. baby girl, Shelby Rose on on Friday, January 5th!



OUR REGION IS GROWING!!!!

Congratulations and Good Luck to #1626's Ron Carr and his wife on the birth of their daughter, Kathryn Christine, 8 lbs., 1 oz.!

Congratulations to #1638's Dave Patterson and his wife on the birth of their baby!

Congratulations to #1623's Tom Riley and his wife, on the birth of their son, Christoper William!

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Source: https://www.industrydocuments.ucsf.edu/docs/jxvn0000